



NEWS RELEASE

SBA Number : 05-29-0712
Release Date: Immediate

Contact: Rachel Baranick
714-550-7420 x 3702
e-mail Rachel.Baranick@sba.gov

Pacific Crossing

Santa Ana, Calif. – Pacific Crossing was established in 1994 as a technical staffing and project management company with expertise in software applications development, network engineering, systems integration, and software quality assurance. With corporate offices located in Irvine, CA, they have earned a stellar reputation as a “partner of choice” in providing cutting edge and cost effective solutions to meet today’s most challenging demands. Pacific Crossing’s ability to provide the most qualified technology professionals and solutions precisely when they are needed and at the right process have been driving success factors propelling continued growth and success within the aerospace, government prime contractors, automotive, telecommunications, banking and entertainment industries.

Walter Johnson, President of Pacific Crossing, first participated in SBA’s National Business Matchmaking Conference last year in Anaheim. After having 6 pre-qualified meetings with perspective buyers, he was able to increase their business significantly by securing contracts valued at just under \$2M; with additional follow on contracts estimated at \$5M from Northrup Grumman and Raytheon. Mr. Johnson proclaims “As you can see, Business Matchmaking does in fact significantly contribute to the success and growth of today’s small businesses! Without this important event co-sponsored by the SBA and those large corporations participating with an unprecedented commitment to the success of the program, small businesses would be unable to compete in the marketplace.”

Business Matchmaking is a partnership between the U.S. Small Business Administration and HP, matching small companies with federal, state, and local government agencies and large corporations that have actual contract opportunities for products and services offered by smaller companies. The program's goal is to stimulate jobs and growth for small business by taking advantage of opportunities that are normally relegated to distinct geographical areas such as the Washington DC Beltway or the city where a major corporation is located.

Pacific Crossing is also certified in the SBA's 8(a) Business Development Program. As a result of this they have established a contractual relationship with the General Services Administration (GSA). The 8(a) Business Development Program helps socially and economically disadvantaged firms to gain equal access to the resources necessary to develop their businesses and thereby improves their ability to compete on an equal basis in expanding into federal government contracting.

For more information on Pacific Crossing visit them online at www.pacificcrossing.com. For more information on SBA programs call the Santa Ana District Office at (714)550-7420 or visit our website at www.sba.gov.

###